FRANCE: A THRIVING EXPORT HUB

KEY INFO IN 10 POINTS
1. **RISING FRENCH EXPORTS**

French goods exports grew 4.5% in 2017, the largest rise since 2011, to a total of €473 billion.

2. **EXPORTING IS KEY FOR BUSINESSES BASED IN FRANCE**

Businesses exporting from France are very internationally focused; 85% of exporters surveyed see exporting as a decisive part of their strategy. (Kantar Public/Business France survey)

3. **FRANCE AMONG THE WORLD’S LEADING EXPORTERS**

France is the second largest aerospace exporter, accounting for 16% of global exports, and the leading exporter of perfumes and cosmetics, with a global export share of 13.8%.

4. **SPECIALISMS IN SECTORS OF EXCELLENCE**

France has trade surpluses in many cutting-edge industries, including aerospace (€17.4 billion in 2017), beverages (€12.3 billion), perfumes and cosmetics (€10.6 billion), pharmaceuticals (€3.3 billion), and chemicals (€2.8 billion).
EASY ACCESS TO EUROPEAN MARKETS

EU countries receive 59% of French exports; the three largest markets are Germany (14.8%), Spain (7.7%) and Italy (7.6%). France is seen as an attractive springboard into other European markets for 90% of companies surveyed; 95% of them already export into these markets. (Kantar Public/Business France survey)

A GATEWAY TO AFRICAN MARKETS

France is the leading European exporter to Africa (6.3% market share in 2016); 83% of foreign companies surveyed view France as a springboard into African markets, while 68% already export to at least one African nation. Foreign companies exporting to Africa do so primarily to Morocco (72%), Tunisia (50%) and Algeria (43%).

EXPORTING REGIONAL EXPERTISE

Some French regions clearly specialize in specific sectors: nearly three-quarters of exports from Occitanie (south-west France) in 2017 were from the aerospace industry; more than one-third of Brittany’s exports were in the food sector; while Provence-Alpes-Côte d’Azur, Auvergne-Rhône-Alpes, Centre-Val de Loire and Normandie all stood out for chemical and pharmaceutical exports.
9 DYNAMIC MID-SIZE COMPANIES AND SME EXPORTERS IN 2017

Analysis of French exporters by company category reveals that mid-size companies saw a rise in export revenues of 6.2% in 2017, while SMEs also saw a clear improvement in export sales, with export value up 3.9%.

10 MADE IN FRANCE

France’s key strengths identified in surveys of foreign businesses established in France include the quality of products and services in France (over 90% of respondents), France’s reputation, the stability of the euro, effective nationwide logistics and transport infrastructure. (Kantar Public/Business France survey)
For further information, please visit:

www.businessfrance.fr
rise in French goods exports in 2017 4.5%
Rise in French goods exports in 2017: 4.5%
FRANCE:

#1 GLOBAL EXPORTER OF PERFUMES AND COSMETICS
FRANCE:

#1

EUROPEAN SUPPLIER TO AFRICA

rise in exports by mid-size companies in 2017 6.2%
European supplier to Africa #1

France: rise in exports by mid-size companies in 2017

6.2% rise in exports by mid-size companies in 2017